

DISCLAIMER

Ladies and Gentlemen,

I have been asked to issue the following warnings:

P.S. Copy

- Firstly, Rabie Deysel Incorporated are not to be held responsible for any information conveyed to you by friends and guests sitting with you and sharing their tax experiences.
- You are also please warned that you are to be careful in not noting any vouchers for entertainment at to-day's date, as your names and addresses have been submitted in support of the Rabie Deysel Incorporated expense account incurred this evening.

Moreover, you must please be careful as you will not be able to claim any flowers or gifts made for this occasion, as it will be deemed to be income on the part of Rabie Deysel Incorporated and there would obviously be tax repercussions.

- You are further warned that in exchanging niceties about the wonderful tax savings that have been accomplished, you must be forewarned that they have just received a stack of reassessments and queries, that may have a material effect on your purported tax savings.

Please take careful note of the disclaimer and the warnings, as we do not want to spoil a good function – remember, we now practise Democracy - “alles is verboden” with the IRS.

- *Van Der Merwe swimming joke*

- **Rekenmeesters is slim mense:**

Die Amerikaner sit langs Koos in die vliegtuig. Hy probeer Koos oortuig dat die Amerikaners die slimste mense in die wêreld is, maar Koos glo hom glad nie. “Goed,” sê die Amerikaner, :ek sal jou dit bewys. Jy kan my enige vraag vra. As ek dit nie kan antwoord nie, gee ek jou R5,000. Dan vra ek jou weer ‘n vraag en as jy my nie kan antwoord nie, gee jy my R5,000.”

“Reg,” sê Koos, “Wat is groen met geel spikkels, swart strepe en dryf in the lug rond?”

Die Amerikaner dink en dink, maar na ‘n uur gee hy moed op. “Koos, jy wen. Hier is jou R5,000. Wat is dit?”

“Ek weet ook nie,” sê Koos en gee vir hom die R5,000 terug.

TOAST ON THE OCCASION OF THE 50TH ANNIVERSARY

OF RABIE DEYSEL INCORPORATED

It is indeed a privilege to be able to say a few words on this momentous occasion and undoubtedly, a very important occasion in the lives of Dennis Deysel, André De Guisti and their families, as well as their co-directors - Kassie Pruis and Fanie Krugel.

It is indeed important and momentous when human beings, through their hard work and sacrifices, with their high moral outlook and integrity, manage to retain a professional practice for 50 years and undoubtedly, it will be the case for many years to come.

I do not know why I have been chosen, but I do think that it is possibly because I was one of the first clients of the Late Mr Schalk Willem Rabie who established this accounting and auditing practice.

My Late Father-In-Law was his first client, as they were business neighbours and I, in those early years, was responsible for the keeping of what we called the "yeast and wheat book" which the then government required, in order to control the sale of yeast and not make sorgen beer or illegally trade in the subsidising of government bread.

It had to be certified once a month by an auditor and my simple book-keeping had its first touch of auditing by a person who became a very good family friend of ours – the Late Schalk Willem Rabie and his family, followed by Dennis and André – who I saw mature and develop before me.

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The practice obviously grew, remained in Alberton, moved once from Van Riebeeck Avenue (in those days Third Avenue) to Cor. Voortrekker and Fore Street in New Redruth. They moved offices two or three times, but within the same building structure.

I thank them for having chosen to remain in what was a smallish town, Alberton and what during the time of Mr Rabie, was known as "Kleiner Berlin" – I don't want to go into that part of the history, the town and other matters. Those who know Alberton, know the role it played in History and Commerce – Schalk Rabie, The Jerlings, CJ Fuchs, Armourment industry etc. and even our Sports – particularly wrestler Johan van der Walt and boxer Robie Leibrandt.

I got to know Dennis Deysel in 1968, when he registered as an Article Clerk with Mr Rabie and he completed his Articles and qualified as an Accountant and Public Auditor.

On the 1 September 1974, the day of my birthday, Dennis became a fully fledged partner of SW Rabie and Partners.

André De Giusti registered as an Article Clerk on 1 April 1972 and he, as well, completed his studies, specialising in Estate Planning. In March 1978 he became a partner of Rabie Deysel Management Services and they have retained their partnership intact since then.

The business and practice underwent changes and to-day we have Rabie Deysel Incorporated on the one hand and Rabie Deysel Management Services (Pty) Ltd on the other.

Like all good men, Dennis found a wonderful and supporting partner in Helena Petronella whom he married and had a family. André as well, married Esmé and enjoy a family of one boy and girl.

There is no doubt that a very big role in this successful partnership, has been played by these two wonderful ladies who, I am certain, sacrificed a lot – evenings, weekends, holidays – in order to support their husbands and conduct a successful practice.

We thank you ladies, and pray that you will effect greater influence on your husbands to grow from strength to strength.

- ***Why do Accountants make good lovers? They're great with figures.***

- ***A 54-year-old accountant leaves a letter for his wife one evening which read: "Dear Wife, I am 54 years old and by the time you get this letter, I will be at the Grand Hotel with my beautiful and sexy eighteen year old secretary."***
When he arrived at the hotel, there was a letter waiting for him that read as follows: "Dear Husband, I too am 54 years old and by the time you receive this letter, I will be at the Savoy Hotel with my eighteen year old toy boy. Because you are an accountant, you will surely appreciate that 18 goes into 54 many more times than 54 goes into 18."

Fanie Krugel who also served his time with Rabie Deysel since 1988, became a co-director of the firm Rabie Deysel Management Services (Pty) Ltd. He is married to Gerda.

In recent times, Kassie Pruis who qualified in 2001, was admitted as a co-director in March 2002 of Rabie Deysel Incorporated. He is married to Heloise and he too, together with Fanie enjoy the support of their good ladies.

Very importantly, is that it would seem Accounting is the backbone of the partners – particularly the Deysel family, whose two daughters Ronel and Marita, are fully qualified Public Accountants and their son Dennis is now presently completing his studies.

André's son, Dino, is presently studying Accounting and his daughter Vikkie, is an optometrist – an allied industry to that of the accounting, as all accountants wear glasses.

The practice and the individuals at all times, retained the respect of all concerned. Clients always enjoyed the best possible personal service.

It must be borne in mind that the Accounting Industry is not what it was a number of years ago. Public Accountants and Auditors have unfortunately a greater policing role to play and this may seem difficult for some clients to understand. It is not only the role of providing the facilities for the Revenue Services to assess you, but there are such things to-day as corporate governance, money laundering – that place a greater strain on them. Many a time the additional roles played by them are not financially beneficial to them.

We have to bear in mind that we are in a country where money laundering is very prominent – one simply has to look at the high-ranking positions the **narcotics industry** has given South Africa. **Motor vehicle hijacking** – people do not realise the phenomenal amount of illegitimate income that results from this socially catastrophic industry and there are many others. One also has to look at the phenomenal amount of fraud and corruption taking place. This sooner or later finds its way on the desk of the Accountant. Accountants are to-day being placed under greater and greater stress. The everyday businessman does not seem to appreciate it.

- *Two income tax collectors died and arrived at the pearly gates. Just ahead of them were two clergymen, but St.Peter motioned them aside and took the internal revenuers into heaven at once.*
"Why them ahead of us?" the surprised men of the cloth asked.
"Haven't we done everything possible to spread the good word?"
"Yes," said St.Peter, "but those two interna; revenue men scared hell out of more people than you ever did."

- *A business owner tells her friend that she is desperately searching for an accountant. Her friend asks, "Didn't your company hire an accountant a short while ago?" The business owner replies, "That's the accountant I've been searching for."*

I happened to live a very close business association with the practice and quite possibly, on many occasions, was the cause of some advice being given.

I think I was the cause of them not amalgamating with larger firms as I stressed it was vital to retain their identity. I do not think they regret that move. We, the clients, I have no doubt, are indeed pleased that they retained their individualism and did not get lost in a maze of partnerships, which would have meant that we would undoubtedly have lost the personalities of Dennis and André.

I am very proud to know these two young people, who managed to establish and retain a practice of substance.

What is important to know, is that this humble practice, which to-day is by no means small – they currently are 4 partners, 27 employees, some of whom have been with them for many years. Mrs Sylvia Jones who has been with the practice for 30 years – I know that she handles a lot of our work and I am grateful for the efficient manner in which she has carried it out. Mrs Rita Esterhuizen – 24 years service - who does a wonderful presentation of our balance sheets so that the Receiver has no difficulty in reading and taxing us and Mrs Arriet Tsotetsi for 22 years. Mrs Miriam Ndzima and Maria Tsotetsi have also been with the firm for 16 and 12 years respectively.

The fact that staff remains for such a lengthy period with the practice, indicates the comradeship that develops among all.

The practice has also seen 9 accountants qualify, who have served their Articles with Rabie Deysel.

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